

KOTO RADIO
P & L Total PY Comparison
 January through February 2017

| | <u>Jan - Feb 17</u> | <u>Jan - Feb 16</u> | <u>\$ Change</u> | <u>% Change</u> |
|--|---------------------|---------------------|------------------|-----------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4000 · SPECIAL EVENTS INCOME | | | | |
| 4001 · Ticket Sales | | | | |
| 4001.2 · Event Backer | | 5,000 | (5,000) | (100)% |
| 4001 · Ticket Sales - Other | 6,630 | 6,320 | 310 | 5% |
| Total 4001 · Ticket Sales | <u>6,630</u> | <u>11,320</u> | <u>(4,690)</u> | <u>(41)%</u> |
| Total 4000 · SPECIAL EVENTS INCOME | 6,630 | 11,320 | (4,690) | (41)% |
| 4100 · FUNDRAISING CAMPAIGN INCO... | | | | |
| 4030 · Raffle Income | 540 | 450 | 90 | 20% |
| 4110 · Donor Pledges | 45,252 | 11,695 | 33,556 | 287% |
| 4115 · Jar Donations | 95 | | 95 | 100% |
| 4420 · Auction Income | 14,950 | 7,800 | 7,150 | 92% |
| Total 4100 · FUNDRAISING CAMPAIGN ... | <u>60,837</u> | <u>19,945</u> | <u>40,891</u> | <u>205%</u> |
| 4200 · GRANTS INCOME | | | | |
| 4260 · Private Grants | | 2,177 | (2,177) | (100)% |
| Total 4200 · GRANTS INCOME | | <u>2,177</u> | <u>(2,177)</u> | <u>(100)%</u> |
| 4300 · MERCHANDISE | | | | |
| 4301 · Merchandise Sales | 194 | 69 | 125 | 183% |
| Total 4300 · MERCHANDISE | <u>194</u> | <u>69</u> | <u>125</u> | <u>183%</u> |
| 4400 · OTHER INCOME | | | | |
| 4430 · Miscellaneous Income | 22 | | 22 | 100% |
| 4410 · Tower Lease Income | 1,843 | 910 | 933 | 103% |
| Total 4400 · OTHER INCOME | <u>1,865</u> | <u>910</u> | <u>955</u> | <u>105%</u> |
| Total Income | 69,526 | 34,422 | 35,105 | 102% |
| Cost of Goods Sold | | | | |
| 5000 · SPECIAL EVENTS COSTS | | | | |
| 5010 · Advertising | | 460 | (460) | (100)% |
| 5030 · Contracted Labor | | | | |
| 5030.01 · Boxoffice | | 75 | (75) | (100)% |
| 5030.04 · Clean-up | | 50 | (50) | (100)% |
| 5030.06 · Front of house staff | | 125 | (125) | (100)% |
| 5030.10 · Security | | 75 | (75) | (100)% |
| 5030.11 · Sound/Lights | 400 | 350 | 50 | 14% |
| Total 5030 · Contracted Labor | <u>400</u> | <u>675</u> | <u>(275)</u> | <u>(41)%</u> |
| 5035 · Event Hospitality | 191 | | 191 | 100% |
| 5065 · Event Licenses & Tax | 300 | 200 | 100 | 50% |
| 5070 · Event Supplies & Expenses | 202 | 43 | 159 | 367% |
| 5071 · Volunteer Food | 40 | 146 | (105) | (72)% |
| 5095 · Damage Deposit | | 250 | (250) | (100)% |
| 5100 · Talent | 362 | 250 | 112 | 45% |
| 5101 · Prize Money | 800 | 750 | 50 | 7% |
| 5110 · Venue/Booth Rental | 950 | 1,150 | (200) | (17)% |
| 5188 · Accounting-Event | | 45 | (45) | (100)% |

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| Total 5000 · SPECIAL EVENTS COSTS | 3,246 | 3,969 | (723) | (18)% |
| Total COGS | 3,246 | 3,969 | (723) | (18)% |
| Gross Profit | 66,281 | 30,453 | 35,828 | 118% |
| Expense | | | | |
| 6000 · PAYROLL SALARIES & WAGES | | | | |
| 6011 · Station Manager | 7,000 | 7,000 | | |
| 6013 · Music Director | 5,667 | 5,667 | | |
| 6014 · News Director | 5,763 | 5,763 | | |
| 6015 · News Reporter | 3,069 | 2,648 | 421 | 16% |
| 6016 · Developmental Director | 7,000 | 4,000 | 3,000 | 75% |
| Total 6000 · PAYROLL SALARIES & WA... | 28,498 | 25,078 | 3,421 | 14% |
| 6100 · PAYROLL TAXES & BENEFITS | | | | |
| 6110 · Fica/Med | 2,163 | 1,970 | 193 | 10% |
| 6120 · State Unemployment Ins | 421 | 479 | (57) | (12)% |
| 6130 · Health Insurance | 5,308 | 2,642 | 2,666 | 101% |
| 6140 · Retirement 403(b)(7) | 100 | 100 | | |
| Total 6100 · PAYROLL TAXES & BENEFL... | 7,992 | 5,190 | 2,801 | 54% |
| 6200 · PROGRAMMING | | | | |
| 6210 · NPR CSGER | 2,488 | 4,321 | (1,833) | (42)% |
| 6215 · PRI CSGER | 3,413 | | 3,413 | 100% |
| Total 6200 · PROGRAMMING | 5,901 | 4,321 | 1,580 | 37% |
| 6280 · PROGRAMMING - INTERNET SVC | | | | |
| 6285 · Web Radio Streaming CSGER | 1,059 | 58 | 1,001 | 1,725% |
| 6292 · Spintron Charting CSGER | 50 | 50 | | |
| Total 6280 · PROGRAMMING - INTERNE... | 1,109 | 108 | 1,001 | 927% |
| 6350 · BUILDING COSTS | | | | |
| 6370 · Mortgage Interest | 1,916 | 1,944 | (28) | (1)% |
| Total 6350 · BUILDING COSTS | 1,916 | 1,944 | (28) | (1)% |
| 6400 · STORAGE UNIT RENTAL | | | | |
| 6420 · Illium Storage | 270 | 280 | (10) | (4)% |
| 6430 · Telluride Self Storage | 190 | 190 | | |
| Total 6400 · STORAGE UNIT RENTAL | 460 | 470 | (10) | (2)% |
| 6450 · REPAIR & MAINT CSGEU | 120 | | 120 | 100% |
| 6470 · INSURANCE | | | | |
| 6470.8 · Work Comp | 912 | 483 | 429 | 89% |
| 6470.2 · Gen Liab Insurance CSGEU | 221 | | 221 | 100% |
| 6470.3 · Catast/Flood Insurance CSGEU | 448 | 448 | | |
| 6470.4 · D&O Insurance CSGEU | | 221 | (221) | (100)% |
| Total 6470 · INSURANCE | 1,581 | 1,152 | 429 | 37% |
| 6500 · OFFICE EXPENSES | | | | |
| 6510 · Fundraising Expenses CSGEU | 4,428 | 21 | 4,408 | 21,344% |
| 6511 · Fundraising Commission CSGEU | | 200 | (200) | (100)% |
| 6515 · Membership Database CSGEU | 507 | 677 | (169) | (25)% |

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| 6520 · Supplies CSGEU | 977 | 56 | 921 | 1,659% |
| 6525 · Postage CSGEU | 411 | 170 | 241 | 142% |
| 6545 · Printing CSGEU | | 323 | (323) | (100)% |
| 6550 · Subscriptions & Education CSGEU | | 150 | (150) | (100)% |
| 6560 · Equipment & Software CSGEU | 70 | 141 | (71) | (51)% |
| 6570 · Bank & CC Fees | | | | |
| 6502 · Credit Card Fees | 1,315 | 447 | 868 | 194% |
| 6501 · Bank Fees | 114 | 18 | 96 | 521% |
| 6570 · Bank & CC Fees - Other | | 49 | (49) | (100)% |
| Total 6570 · Bank & CC Fees | 1,429 | 515 | 914 | 178% |
| 6575 · Water-Office CSGEU | 60 | 64 | (5) | (7)% |
| Total 6500 · OFFICE EXPENSES | 7,882 | 2,315 | 5,567 | 240% |
| 6600 · TELEPHONE | | | | |
| 6625 · Tower Phone CSGEU | 54 | 53 | 0 | 1% |
| 6610 · Office phone CSGEU | 1,105 | 1,107 | (3) | (0)% |
| Total 6600 · TELEPHONE | 1,158 | 1,161 | (2) | (0)% |
| 6640 · UTILITIES | | | | |
| 6650 · Office Electricity CSGEU | 1,437 | 580 | 857 | 148% |
| 6655 · WaterSewerTrashRecycling CSGEU | | 140 | (140) | (100)% |
| 6671 · Last Dollar electricity CSGEU | 58 | 18 | 40 | 222% |
| 6672 · Norwood trans electricity CSGEU | 60 | 75 | (15) | (20)% |
| 6673 · Placerville 105.5 CSGEU | 73 | 24 | 49 | 204% |
| Total 6640 · UTILITIES | 1,628 | 837 | 791 | 94% |
| 6700 · LEGAL & PROFESSIONAL | | | | |
| 6710 · Accounting CSGEU | 2,135 | 5,251 | (3,116) | (59)% |
| 6715 · Annual Audit CSGEU | | 5,000 | (5,000) | (100)% |
| Total 6700 · LEGAL & PROFESSIONAL | 2,135 | 10,251 | (8,116) | (79)% |
| 6750 · CONTRACT LABOR | | | | |
| 6760 · Computer Consultants CSGEU | 50 | | 50 | 100% |
| 6770 · Engineering CSGEU | | 1,335 | (1,335) | (100)% |
| Total 6750 · CONTRACT LABOR | 50 | 1,335 | (1,285) | (96)% |
| 6800 · MEETINGS & CONFERENCES | | | | |
| 6810 · Meeting Expenses | | 326 | (326) | (100)% |
| Total 6800 · MEETINGS & CONFERENCES | | 326 | (326) | (100)% |
| Total Expense | 60,431 | 54,488 | 5,943 | 11% |
| Net Ordinary Income | 5,850 | (24,035) | 29,885 | 124% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| 8001 · INTEREST INCOME | | | | |
| 8001.1 · Interest Income | 2 | 2 | 1 | 48% |
| Total 8001 · INTEREST INCOME | 2 | 2 | 1 | 48% |
| 8010 · SALE OF ASSETS | | 160 | (160) | (100)% |

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Accrual Basis

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| Total Other Income | 2 | 162 | (159) | (99)% |
| Other Expense | | | | |
| 8301 · OTHER EXPENSES | | | | |
| 8305 · Late Fees/Finance Charges | | 48 | (48) | (100)% |
| 8320 · Interest Expense | 43 | 149 | (106) | (71)% |
| Total 8301 · OTHER EXPENSES | 43 | 197 | (154) | (78)% |
| 8200 · CAPITAL EXPENDITURES CSGEU | | | | |
| 8300 · Depreciation Expense | 4,804 | | 4,804 | 100% |
| Total 8200 · CAPITAL EXPENDITURES CS... | 4,804 | | 4,804 | 100% |
| Total Other Expense | 4,848 | 197 | 4,650 | 2,357% |
| Net Other Income | (4,845) | (36) | (4,810) | (13,457)% |
| Net Income | <u><u>1,005</u></u> | <u><u>(24,071)</u></u> | <u><u>25,075</u></u> | <u><u>104%</u></u> |